

FILE



December 6, 2018

Public Utilities Commission of Ohio
Docketing Division
180 East Broad Street
Columbus, Ohio 43215- 3793

Re: Case No. 12-2879-EL-AGG Renewal Certification of Diversegy, LLC as a Competitive Retail Electric Service Provider for Aggregation and Power Broker Services

Dear Sir or Madam:

Please find enclosed the application of Diversegy, LLC for renewal of its certification, originally granted by the Public Utilities Commission of Ohio under certificate number 12-605E in Case No. 12-2879-EL-AGG on December 3, 2012. Enclosed within is the requisite original notarized application signed by a principal officer as well as three copies including all exhibits, affidavits, and other attachments.

Please do not hesitate to let me know if you have any questions or concerns about this application.

Sincerely,

A handwritten signature in black ink, appearing to read "Joseph E. Lehmann", is written over the typed name.

Joseph E Lehmann
Regulatory Affairs Manager
(973) 438-2515
jlehmann@genieretail.com

Encs:

RECEIVED-DOCKETING DIV
2018 DEC -7 AM 11:52
PUCO

This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business.
Technician WIK Date Processed 12/7/18



Public Utilities Commission

Original AGG Case Number	Version
12-2879-EL-AGG	May 2016

RENEWAL APPLICATION FOR ELECTRIC AGGREGATORS/POWER BROKERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit C-10 Corporate Structure). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division; 180 East Broad Street, Columbus, Ohio 43215-3793.

This PDF form is designed so that you may input information directly onto the form. You may also download the form, by saving it to your local disk, for later use.

A. RENEWAL INFORMATION

A-1 Applicant intends to be certified as: (check all that apply)

☒ Power Broker ☒ Aggregator

A-2 Applicant's legal name, address, telephone number, PUCO certificate number, and web site address

Legal Name Diversegy, LLC
Address 520 Broad Street, Newark, NJ 07102
PUCO Certificate # and Date Certified 12-605E(3), 1/10/2017
Telephone # (844) 841-5458 Web site address (if any) www.diversegy.com

A-3 List name, address, telephone number and web site address under which Applicant will do business in Ohio

Legal Name Diversegy, LLC
Address 520 Broad Street, Newark, NJ 07102
Telephone # (844) 841-5458 Web site address (if any) www.diversegy.com

A-4 List all names under which the applicant does business in North America

Diversegy, LLC

A-5 Contact person for regulatory or emergency matters

Name Avi Keilson
Title Director of Regulatory Affairs
Business address 520 Broad Street, Newark, NJ 07102
Telephone # (973) 438-3920 Fax # (973) 438-1878
E-mail address akeilson@genie.com

A-6 Contact person for Commission Staff use in investigating customer complaints

Name Sarah Schwandt
Title General
Business address 520 Broad Street, Newark, NJ 07102
Telephone # (973) 438-3418 Fax # (973) 438-1878
E-mail address sschwandt@diversegy.com

A-7 Applicant's address and toll-free number for customer service and complaints

Customer Service address 520 Broad Street, Newark, NJ 07102
Toll-free Telephone # (844) 841-5458 Fax # (973) 438-1878
E-mail address customersupport@diversegy.com

A-8 Applicant's federal employer identification number # 27-4297409

A-9 Applicant's form of ownership (check one)

- | | |
|--|---|
| <input type="checkbox"/> Sole Proprietorship | <input type="checkbox"/> Partnership |
| <input type="checkbox"/> Limited Liability Partnership (LLP) | <input checked="" type="checkbox"/> Limited Liability Company (LLC) |
| <input type="checkbox"/> Corporation | <input type="checkbox"/> Other _____ |

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- A-10 Exhibit A-10 "Principal Officers, Directors & Partners"** provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.

B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- B-1 Exhibit B-1 "Jurisdictions of Operation,"** provide a list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail or wholesale electric services including aggregation services.
- B-2 Exhibit B-2 "Experience & Plans,"** provide a description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4928.10 of the Revised Code.

B-3 **Exhibit B-3 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide.

B-4 Disclose whether the applicant, a predecessor of the applicant, or any principal officer of the applicant have ever been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.

☒ No ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-4 "Disclosure of Consumer Protection Violations"** detailing such violation(s) and providing all relevant documents.

B-5 Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail or wholesale electric service including aggregation service denied, curtailed, suspended, revoked, or cancelled within the past two years.

☒ No ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-5 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation"** detailing such action(s) and providing all relevant documents.

C. FINANCIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

C-1 **Exhibit C-1 "Annual Reports,"** provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information in Exhibit C-1 or indicate that Exhibit C-1 is not applicable and why. (This is generally only applicable to publicly traded companies who publish annual reports.)

C-2 **Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If the applicant does not have such filings, it may submit those of its parent company. An applicant may submit a current link to the filings or provide them in paper form. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 that the applicant is not required to file with the SEC and why.

C-3 Exhibit C-3 “Financial Statements,” provide copies of the applicant’s two most recent years of audited financial statements (balance sheet, income statement, and cash flow statement). If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, it shall file audited or officer certified financial statements covering the life of the business. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns (with social security numbers and account numbers redacted).

C-4 Exhibit C-4 “Financial Arrangements,” provide copies of the applicant's financial arrangements to conduct CRES as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.).

Renewal applicants can fulfill the requirements of Exhibit C-4 by providing a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU’s collateral requirements.

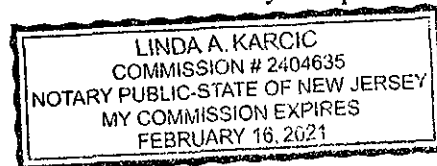
First time applicants or applicants whose certificate has expired as well as renewal applicants can meet the requirement by one of the following methods:

1. The applicant itself stating that it is investment grade rated by Moody’s, Standard & Poor’s or Fitch and provide evidence of rating from the rating agencies.
2. Have a parent company or third party that is investment grade rated by Moody’s, Standard & Poor’s or Fitch guarantee the financial obligations of the applicant to the LDU(s).
3. Have a parent company or third party that is not investment grade rated by Moody’s, Standard & Poor’s or Fitch but has substantial financial wherewithal in the opinion of the Staff reviewer to guarantee the financial obligations of the applicant to the LDU(s). The guarantor company’s financials must be included in the application if the applicant is relying on this option.
4. Posting a Letter of Credit with the LDU(s) as the beneficiary.

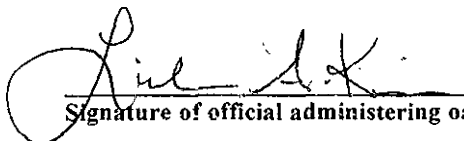
If the applicant is not taking title to the electricity or natural gas, enter "N/A" in Exhibit C-4. An N/A response is only applicable for applicants seeking to be certified as an aggregator or broker.

- C-5 Exhibit C-5 "Forecasted Financial Statements,"** provide two years of forecasted income statements for the applicant's **ELECTRIC related business activities in the state of Ohio Only**, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year.
- C-6 Exhibit C-6 "Credit Rating,"** provide a statement disclosing the applicant's credit rating as reported by two of the following organizations: Duff & Phelps, Fitch IBCA, Moody's Investors Service, Standard & Poor's, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or an affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant. If an applicant or its parent does not have such a credit rating, enter "N/A" in Exhibit C-6.
- C-7 Exhibit C-7 "Credit Report,"** provide a copy of the applicant's credit report from Experion, Dun and Bradstreet or a similar organization. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter "N/A" for Exhibit C-7.
- C-8 Exhibit C-8 "Bankruptcy Information,"** provide a list and description of any reorganizations, protection from creditors or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or within the two most recent years preceding the application.
- C-9 Exhibit C-9 "Merger Information,"** provide a statement describing any dissolution or merger or acquisition of the applicant within the two most recent years preceding the application.
- C-10 Exhibit C - 10 "Corporate Structure,"** provide a description of the applicant's corporate structure, not an internal organizational chart, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America. If the applicant is a stand-alone entity, then no graphical depiction is required and applicant may respond by stating that they are a stand-alone entity with no affiliate or subsidiary companies.


 Signature of Applicant & Title PRESIDENT



Sworn and subscribed before me this 5th day of December 2018
 Month Year


 Signature of official administering oath

Linda A. Karcic, EXECUTIVE OFFICE
 Print Name and Title ADMINISTRATOR

My commission expires on 2/16/2021

AFFIDAVIT

State of New Jersey :

Newark ss.
(Town)

County of Essex :

Alan Schwab, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the PRESIDENT (Office of Affiant) of DIVERSITY, LLC (Name of Applicant);

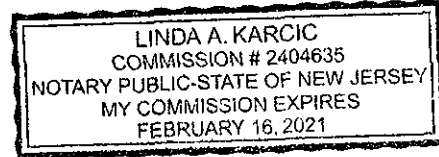
That he/she is authorized to and does make this affidavit for said Applicant,

1. The Applicant herein, attests under penalty of false statement that all statements made in the application for certification renewal are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in the application.
2. The Applicant herein, attests it will timely file an annual report with the Public Utilities Commission of Ohio of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Division (A) of Section 4905.10, Division (A) of Section 4911.18, and Division (F) of Section 4928.06 of the Revised Code.
3. The Applicant herein, attests that it will timely pay any assessments made pursuant to Sections 4905.10, 4911.18, or Division F of Section 4928.06 of the Revised Code.
4. The Applicant herein, attests that it will comply with all Public Utilities Commission of Ohio rules or orders as adopted pursuant to Chapter 4928 of the Revised Code.
5. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the Applicant.
6. The Applicant herein, attests that it will fully comply with Section 4928.09 of the Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The Applicant herein, attests that it will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
8. The Applicant herein, attests that it will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
9. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
10. If applicable to the service(s) the Applicant will provide, the Applicant herein, attests that it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio. (Only applicable if pertains to the services the Applicant is offering)

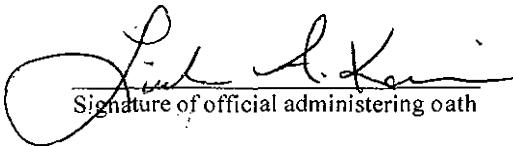
11. The Applicant herein, attests that it will inform the Commission of any material change to the information supplied in the renewal application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating customer complaints.

That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief and that he/she expects said Applicant to be able to prove the same at any hearing hereof.


Signature of Affiant & Title, PRESIDENT



Sworn and subscribed before me this 5th day of December, 2018
Month Year


Signature of official administering oath

LINDA A. KARCIC, EXECUTIVE OFFICE
Print Name and Title ADMINISTRATOR

My commission expires on 2/16/2021

Exhibit A -10

“Principal Officers, Directors & Partners”

Diversegy, LLC

Michael Stein, CEO, 520 Broad Street, Newark, NJ 07102, 973-438-3018

Alan Schwab, President, 520 Broad Street, Newark, NJ 07102, 973-438-4343

Avi Goldin, CFO, 520 Broad Street, Newark, NJ 07102, 973-438-4075

Joyce Mason, Secretary, 37 West 39th Street. Ste. 505, New York, NY 10018, 973-438-4466

Exhibit B -1

“Jurisdictions of Operation”

Town Square Energy East, LLC

Ohio, New Jersey, Pennsylvania, Maryland

Town Square Energy, LLC

Connecticut, Massachusetts, New Hampshire, Rhode Island, Maine, Texas

IDT Energy, Inc.

New York, New Jersey, Pennsylvania, Maryland, District of
Columbia, Illinois, Ohio

Residents Energy, LLC

New York, New Jersey, Pennsylvania, Massachusetts, Illinois, Ohio, Delaware

Diversegy, LLC

New Jersey, Pennsylvania, Massachusetts, Maine, Maryland, Illinois, Ohio, Delaware, District
of Columbia, New Hampshire, Rhode Island, Virginia

IDT Energy Network, LLC

District of Columbia

Exhibit B -2

“Experience & Plans”

Diversegy, LLC (“Diversegy”) has established business processes and systems to manage all aspects of brokering electricity in Ohio. Diversegy’s operations do not include the generation of electricity from owned assets nor does it take title to electricity in Ohio. Instead, Diversegy assists end-users to identify and understand their electricity needs and to satisfy those needs through effective purchasing strategies.

Diversegy works with certified competitive retail electricity suppliers in Ohio to give customers a variety of options to choose from. The customers can then decide which supplier best suits their specific needs based on current market conditions as well as historical and expected usage.

Diversegy does not currently nor does it intend to contract directly with Retail Customers in Ohio. Applicant currently serves and will continue to serve only in the capacity of a power broker and aggregator and will not be providing any billing statements to customers nor accept prepayments or deposits. Customer inquiries and/or complaints can be handled directly by Diversegy as outlined below or through the customer’s local delivery company.

All consumer interactions engaged in by Diversegy employees and representatives are conducted with the highest degree of professionalism, in accordance with industry best practices and in full compliance with federal, state, and municipal law as well as the regulations of the Public Utilities Commission of Ohio.

Diversegy is dedicated to quickly resolving any customer questions or complaints that may occur. Applicant can be reached via email twenty-four hours per day at customersupport@diversegy.com and toll free at 844-841-5458. Applicant hereby states that it will respond to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4928.10 of the Ohio Revised Code.

Exhibit B - 3

“Disclosure of Liabilities and Investigations”

There are no known existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations or any other matters against Diversegy, LLC that could adversely impact its financial or operational status or ability to provide the services it is seeking to be certified to provide. However, one of its parent companies, IDT Energy, Inc. (“IDT”) has been involved in the following matters.

1. IDT was named as a defendant in three class action lawsuits filed in New York, Pennsylvania and New Jersey, respectively. The cases were consolidated. After several years of litigation, the parties participated in mediation, and subsequently entered into a Settlement Agreement which received final approval from the Federal Court on October 18, 2018. More information regarding each of the lawsuits can be found at the respective dockets:

McLaughlin v. IDT Energy, Inc. – US District Court EDNY – Case No: 14-cv-4107

Ferrare v. IDT Energy, Inc. – US District Court EDPA – Case No: 2:14-cv-04658-AB

Aks v. IDT Energy, Inc. – Superior Court of NJ – Docket No. L-04936-14

2. In the Matter of IDT ENERGY, INC. – NJ BPU Docket No. EO17080888U

In May 2018, IDTE entered into a Consent Order with the New Jersey Board of Public Utilities and the New Jersey Department of Law and Public Safety, Division of Consumer Affairs. In the Consent Order, IDTE, without admission of any wrongdoing, agreed to make certain modifications to its business practices and to pay \$1,225,722.21 in restitution payments to its New Jersey customers, \$100,000.00 in civil penalties and \$38,775.00 in reimbursement of the State’s attorneys’ fees and costs.

3. MACKEY, ET.AL., V. IDT ENERGY, INC.

Northern District of Illinois - Case No.1:18-cv-06756 - Filed on 10/5/18

Plaintiffs filed a purported class-action lawsuit alleging various violations of the Telephone Consumer Protections Act. IDTE has retained outside litigation counsel to file and answer to the complaint and aggressively defend.

Exhibit C -1

“Annual Reports”

The Annual Reports for Genie Energy Ltd., the applicant’s ultimate parent company, have been filed with the SEC and can be found at:

http://investors.genie.com/sec_filings/

Exhibit C -2

“SEC Filings”

A complete list of SEC filings and copies of the filings can be found at:

http://investors.genie.com/sec_filings/

Exhibit C -3

“Financial Statements”

The Audited Financials as filed with the SEC can be found at:

http://investors.genie.com/sec_filings/

Exhibit C -4

“Financial Arrangements”

N/A

Exhibit C -5

“Forecasted Financial Statements”

These Forecasted Financials are filed under seal pursuant to Ohio Administrative Code 4901:1-24-08(A)

Exhibit C -6

“Credit Rating”

N/A

Exhibit C -7

“Credit Report”

See attached report

Genie Energy Ltd. DUNS: 96-955-3424

Dashboard

Company Info

Address:
550 Broad St
Newark, NJ 07102

Phone:
(973) 438-3500

URL:

DBA's:

Fax:

Location Type:
Headquarter

Risk Interpreter

Risk of Debt Write-Off



Based on the D&B Financial Stress Score, the probability of failure for this company in the next 12 months is 0.14%, which makes it a Low-Moderate risk for you to incur a write-off. You can adjust your credit limits and collections strategies to reduce your exposure or increase your bad debt reserves to counter this risk.

Low Risk

High Risk

Cash Flow Risk



Based on the D&B Delinquency Predictor reporting a payment behavior of Consistent, Timely payments, this company is predicted to have a Low risk of a negative impact to your cash flow. You can adjust your payment terms, credit limits and collections strategies to mitigate this risk.

Low Risk

High Risk

Payment Behavior



According to the D&B PAYDEX® Score, this company paid its vendors on time.

On Time

180 Days BT

Scores

PAYDEX	Delinquency Predictor		Financial Stress		Supplier Eval Risk Rating	Credit Limit Rec	DandB Rating
Score 80 ▲	Score 605 ▲	Class 1	Score 1510 ▼	Class 2	Rating 3 ▲	Recommendation \$200K	Rating 5A3

Recent Alerts

There are currently no alerts issued for this company. If you only recently began monitoring this company, you will not receive your first alerts until score changes or events occur. To configure your alerts notification settings, please

Payments Summary

Current PAYDEX®: 80 Equal to generally within terms
Industry Median: 78 Equal to 3 DAYS BEYOND terms
Payment Trend: ↔ Unchanged, compared to payments three months ago

Total payment Experiences in D&Bs File (HQ): 5
Payments Within Terms (not dollar weighted): 100%

Average Highest Credit:	3,383
Largest High Credit:	10,000
Highest Now Owning:	10,000

Scores

PAYDEX®

80



3 Month PAYDEX®

NA



100

ON TERMS

120 Days Slow

30 Days Slow

Prompt

Understanding My Score

Payment History

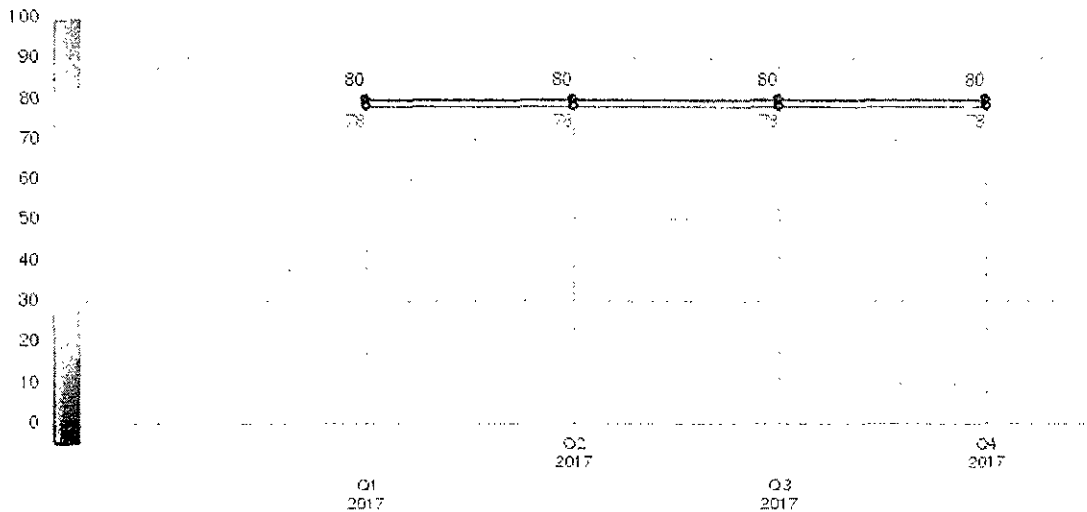
Total (Last 24 Months): 5

Date	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last sale w/t (Mo.)
01/2018	Ppt	\$10,000	\$10,000	\$0		1 mo
08/2017	(002)	\$100	--	--	Cash account	1 mo
10/2016	(003)	\$100	--	--		1 mo
07/2016	Ppt	\$50	--	--		1 mo
05/2016	(005)	\$50	--	--	Cash account	1 mo

Key

PAYDEX®	Payment Practices	PAYDEX®	Payment Practices
100	Anticipate	40	60 Days Beyond Terms
90	Discount	30	90 Days Beyond Terms
80	Prompt	20	120 Days Beyond Terms
70	15 Days Beyond	1-19	Over 120 Days Beyond Terms
60	22 Days Beyond Terms	UN	Unavailable
50	30 Days Beyond Terms		

Trending & Industry Comparison



- This Company (80)
- Industry Median. (78)

	Feb 2017	Mar 2017	Apr 2017	May 2017	Jun 2017	Jul 2017	Aug 2017	Sep 2017	Oct 2017	Nov 2017	Dec 2017	Jan 2018
This Company	80	80	80	80	80	80	80	80	80	80	80	80
Industry Quartiles												
Upper	--	80	--	--	80	--	--	80	--	--	0	--
Medium	--	78	--	--	78	--	--	78	--	--	78	--
Lower	--	73	--	--	73	--	--	73	--	--	72	--

Based on payments collected over the last 4 quarters.

- Current PAYDEX® for this business is 80 , or equal to ON TERMS
- The 12-month high is 80 , or equal to ON TERMS terms.
- The 12-month low is 80 , or equal to ON TERMS terms.
- The present industry median score is 78 , or equal to 3 days beyond terms.
- Industry upper quartile represents the performance of the payers in the 75th percentile
- Industry lower quartile represents the performance of the payers in the 25th percentile

Delinquency Predictor Score

Score	Class	Percentile	
605 ▲	1	97%	
Low risk of severe payment delinquency over next 12 months			High Moderate Low

Understanding My Score

Incidence of Delinquent Payment:

Among Companies with this Classification: **1.10%**
 Average compared to business in D&Bs database: **10.20%**

Factors Affecting Your Score:

Total Liabilities to Net Worth influencing the score

Limited time under present management control

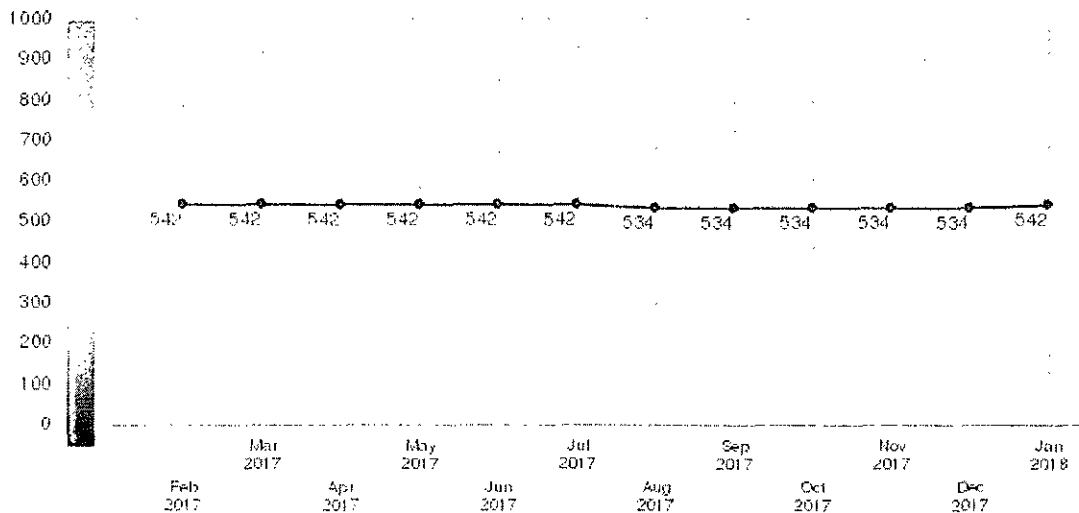
Notes:

- The Delinquency Predictor Score Risk Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience severe delinquency.
- The probability of delinquency shows the percentage of firms in a given percentile that are likely to pay creditors in a severely delinquent manner. The average probability of delinquency is based on businesses in D&B's database and is provided for comparative purposes.
- The Delinquency Predictor Score percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.
- The Delinquency Predictor Score offers a more precise measure of the level of risk than the Risk Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Key

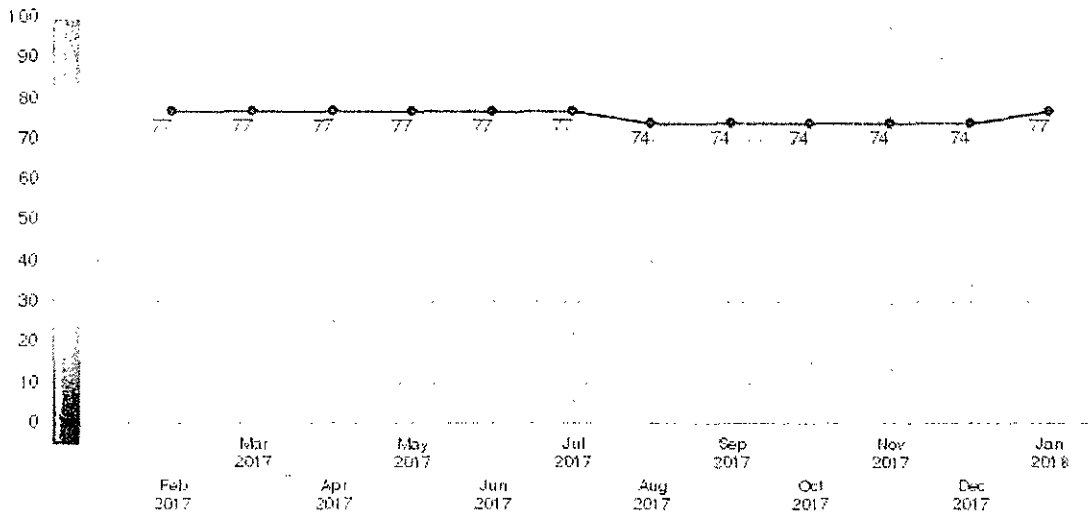
Risk Class	% of Businesses within this Class	Percentile	Score
1	10%	91-100	580-670
2	20%	71-90	530-579
3	40%	31-70	481-529
4	20%	11-30	453-480
5	10%	1-10	101-452

Trends - Scores, 12 Month



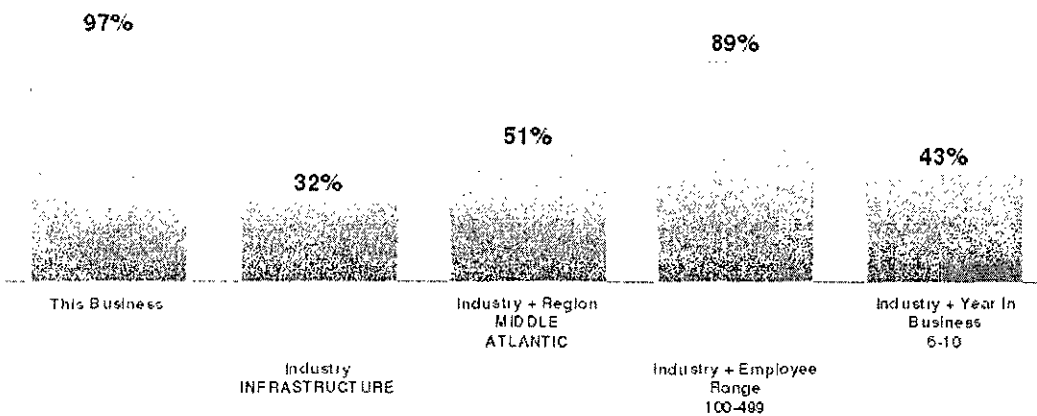
- My Company (605)

Trends - Percentile, 12 Month



• My Company (97%)

Industry Comparison



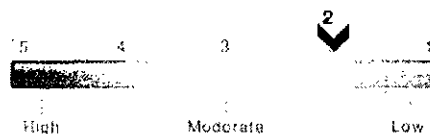
This business has a Credit Score Percentile that shows:

- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Lower risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

Financial Stress Score

Score **1510 ▼** Class **2** Nat'l % **69%**

Moderate risk of severe financial stress, such as a bankruptcy, over the next 12 months



Understanding My Score

Incidence of Financial Stress:

Among Companies with this Classification: 0.09%

Average compared to business in D&Bs database: 0.48%

Factors Affecting This Company's Score:

Negative change in net worth.

Insufficient number of payment experiences.

High number of inquiries to D&B over last 12 months.

Limited time under present management control

- The Financial Stress Class Summary Model predicts the likelihood of a firm ceasing business without paying all creditors in full, or reorganization or obtaining relief from creditors under state/federal law over the next 12 months. Scores were calculated using a statistically valid model derived from D&B's extensive data files.

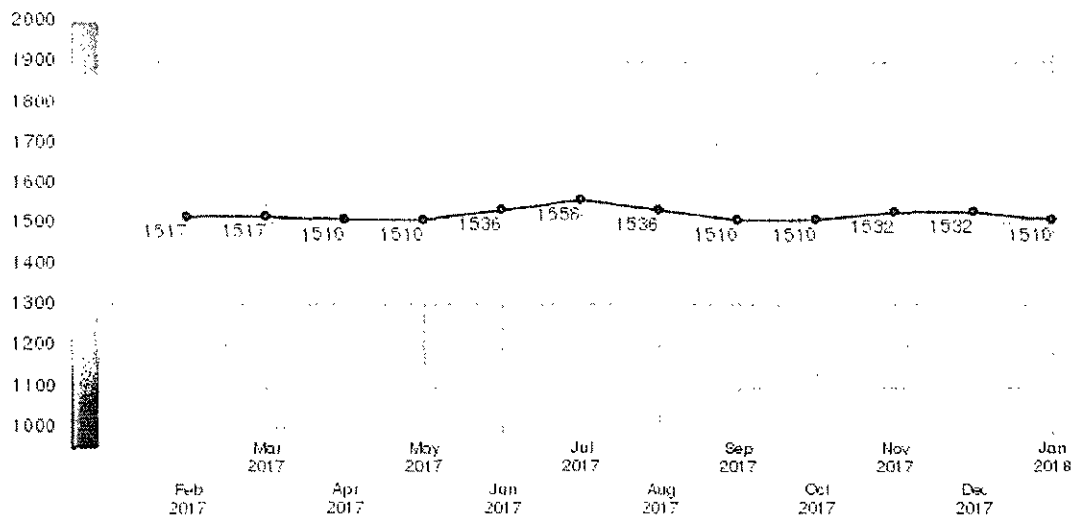
Notes:

- The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.
- The Incidence of Financial Stress shows the percentage of firms in a given Class that discontinued operations over the past year with loss to creditors. The Incidence of Financial Stress - National Average represents the national failure rate and is provided for comparative purposes.
- The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&B's file.
- The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.
- All Financial Stress Class, Percentile, Score and Incidence statistics are based on sample data from

Key

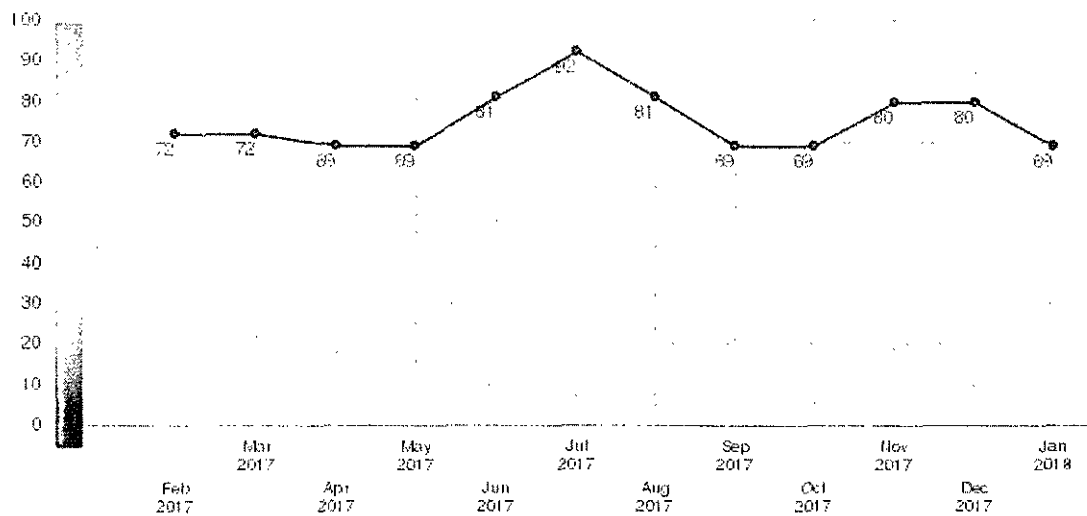
Score	Class	Percentile	Incidence of Financial Stress
1570-1875	1	95-100	0.03%
1510-1569	2	69-94	0.09%
1450-1509	3	34-68	0.24%
1340-1449	4	2-33	0.84%
1001-1339	5	1	4.70%

Trends - Scores, 12 Month



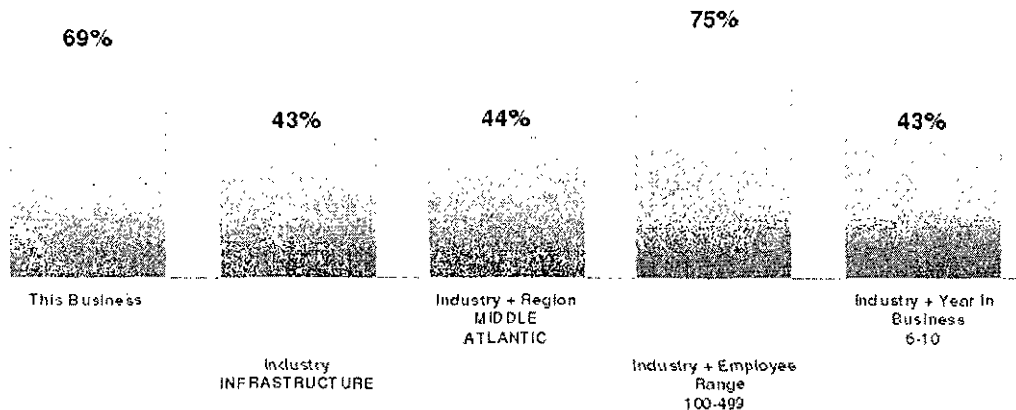
• My Company (1,510)

Trends - Percentile, 12 Month



• My Company (69%)

Industry - Comparison



This Business has a Financial Stress Percentile that shows:

- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

Supplier Evaluation Risk Rating

3 ▲



Moderate risk of supplier experiencing severe financial stress over the next 12 months.

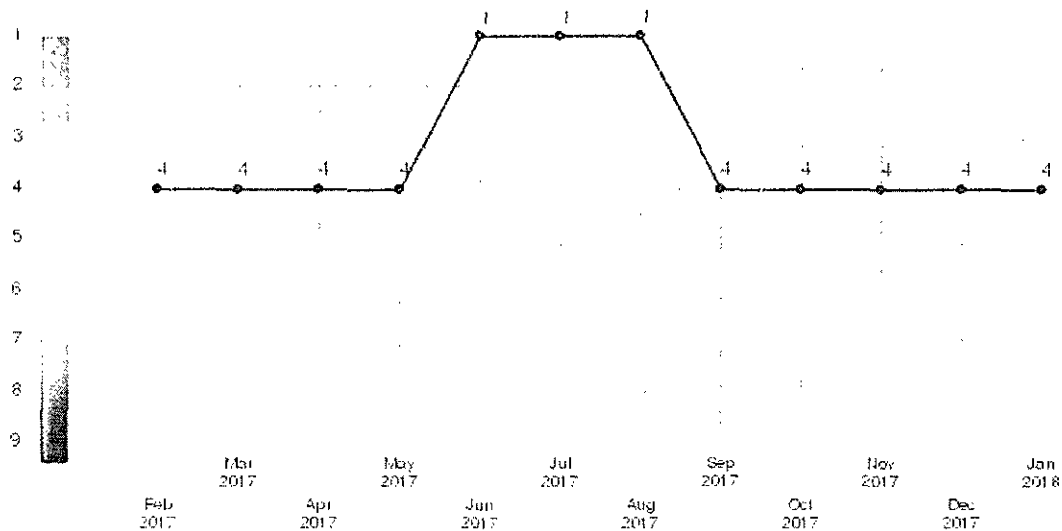
Understanding My Score

Factors Affecting This Company's Score:

Change in net worth

Return on Assets influencing the score

Trends



• This Company (3)

Credit Limit Recommendation

Risk Category

1

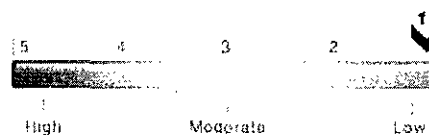
Conservative Credit Limit

\$200k

Aggressive Credit Limit

\$300k

Low



Understanding My Score

D&B's Credit Limit Recommendation is intended to help you more easily manage your credit decisions. It provides two recommended dollar guidelines:

A conservative limit, which suggests a dollar benchmark if your policy is to extend less credit to minimize risk.

An aggressive limit, which suggests a dollar benchmark if your policy is to extend more credit with potentially more risk.

The dollar guideline amounts are based on a historical analysis of credit demand of customers in D&B's U.S. payments database which have a similar profile to your business.

D&B Rating

Rating

5A3

Financial Strength: **5A** indicates \$50,000,000 and over
Composite Credit Appraisal: **3** is fair

D&B Rating	Date Applied
------------	--------------

5A3	2017-11-13
--	2017-11-02
5A3	2016-11-14
5A2	2013-12-24
--	2013-03-14
ERN	2011-12-15

Understanding My Score

Factors Affecting Your Score

of Employees Total: **198 (Undetermined here)**

Worth: **\$79,865,000**

Working Capital: **\$56,665,000**

Payment Activity (based on 5 experiences):

Average High Credit: **\$3,383**

Highest Credit: **\$10,000**

Total Highest Credit: **\$10,300**

Note: The Worth amount in this section may have been adjusted by D&B to reflect typical deductions, such as certain intangible assets.

Payments

Timeliness of Historical Payments

Current 80 Equal to ON TERMS
PAYDEX®:
Industry Median: 78 Equal to 3 DAYS BEYOND terms
Payment Trend: ↔ Unchanged, compared to payments three months ago

Total payment Experiences in D&Bs File (HQ): 5
Total payment Experiences during the last 3 months: 1
Payments Within Terms (not dollar weighted): 100
Total Placed For Collection: NA
Average Highest Credit: 3,383
Largest High Credit: 10,000
Highest Now Owling: 10,000
Highest Past Due: NA

Payment Summary

Total (Last 24 Months): 5

	Total Received	Total \$0-\$100 Amount	Largest High Credit Payment summary	Within Terms	31	Days Slow			
						30-80	81-90	90	
Top Industries									
Nonclassified	1	\$10,000	\$10,000	100%	0	0	0	0	
Reg misc coml sector	1	\$100	\$100	100%	0	0	0	0	
Lithographic printing	1	\$50	\$50	100%	0	0	0	0	
Other Categories									
Cash experiences	2	\$150	\$100	--	--	--	--	--	
Unknown	0	\$0	\$0	--	--	--	--	--	
Unfavorable comments	0	\$0	\$0	--	--	--	--	--	
Placed for collections with D&B:	0	\$0	\$0	--	--	--	--	--	
Other	0	N/A	\$0	--	--	--	--	--	
Total in D&B's file	5	\$10,300	\$10,000	--	--	--	--	--	

Payments Beyond Terms

You have no payments beyond terms in the last 24 months.

All Payments

Total (Last 24 Months): 5

Date	Payment Reason	High Credit	Low Credit	Paid Due	Settlement	Days Late (Mo)
01/2018	Ppt	\$10,000	\$10,000	\$0	--	1 mo
08/2017	(002)	\$100	--	--	Cash account	1 mo
10/2016	(003)	\$100	--	--	--	1 mo
07/2016	Ppt	\$50	--	--	--	1 mo
05/2016	(005)	\$50	--	--	Cash account	1 mo

Indications of slowness can be the result of disputes over merchandise, skipped invoices, etc. Accounts are sometimes placed in collection even though the existence or amount of debt is disputed.

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed.

History & Operations

Currency: Shown in USD unless otherwise indicated

Company Overview

Company Name:	GENIE ENERGY LTD.	URL:	NA
Doing Business As:	GENIE ENERGY LTD.	Stock Symbol:	GNE
Street Address:	550 Broad St Newark, NJ 07102	History:	NA
Mail Address:	NA	Operations:	NA
Phone:	(973) 438-3500	Present Management Control:	NA
Line of Business:	Electric services & natural gas distribution	Annual Sales:	NA
		Year Started:	2011
		Manager:	NA
		Gross Revenue:	212112000
		Financial Condition:	STRONG

History

The following information was reported: 11/13/2017

Officer(s):

HOWARD S JONAS, CHB-CEO+
JAMES A COURTER, V CHB+
GEOFFREY ROCHWARGER, V CHM
IRA GREENSTEIN, PRES
AVI GOLDIN, CFO

DIRECTOR(S):

The officers identified by (+) and W Wesley Perry, Alan B Rosenthal and Allan Sass.

The Delaware Secretary of State's business registrations file showed that Genie Energy Ltd. was registered as a Corporation on January 10, 2011, under the file registration number 4924963.

Business started 2011.

The company was incorporated in January 2011. The company was formerly a subsidiary of IDT Corporation (IDT). On October 28, 2011, the company was spun-off by IDT and became an independent public company through a pro rata distribution of the company's common stock to IDT's stockholders (the Spin-Off).

The company's Class B common stock is traded on the New York Stock Exchange (NYSE) under the symbol "GNE". As of March 10, 2016, there were 174 holders of record of the company's Class B common stock and one holder of record of the company's Class A common stock. All shares of Class A common stock are beneficially owned by Howard Jonas. As of March 25, 2016, those shareholders identified by the company as beneficially owning 5% or more of the outstanding shares of Class B common stock were: Ilex Partners, LLC 650 (5.0%) and Howard S Jonas (23.2%). As of the same date, officers and directors as a group beneficially owns 34% of the total outstanding shares of Class B common stock.

As of March 25, 2016, the sole shareholder identified by the company as beneficially owning 5% or more of the outstanding shares of Aggregate Voting Power was Howard S Jonas (72.4%). As of the same date, officers and directors as a group beneficially owns 74% of the total outstanding shares of Aggregate Voting Power.

RECENT EVENT.

On November 2, 2016, the company, through its subsidiary Genie Retail Energy, Inc. has acquired Retail Energy Holdings L.L.C. Terms include a purchase price of \$9.5 million in cash.

HOWARD S JONAS. Director of the company. He has served as Chairman of the Board of Directors of the company since January, 2011, when it was spun off from IDT. Also, he has served as its CEO since January 2014 and Co-Vice Chairman of Genie Energy International Corporation since September 2009. He founded IDT in August 1990, and has served as Chairman of its Board of Directors since its inception. He has served as CEO of IDT from October 2009 through December 2013. He also serves as the Chairman of the Board of IDW Media Holdings, Inc.

JAMES A COURTER. Director since 2011. He has served as Vice Chairman of the Board of the company since August 2011. He has also served as Co-Vice Chairman of the Board of Directors of Genie Energy International Corporation since September 2009. GEOFFREY ROCHWARGER. He has served as Vice Chairman of the company since August 2011, CEO of Genie Oil E&P since May 2015 and as CEO of Genie Israel Holdings Ltd. since 2013. He served as Chairman and CEO of IDT Energy, Inc. from January 2007 to May 2015. From 2004 to 2009, he served as President of IDT Capital, Inc., the then business incubator for IDT.

IRA GREENSTEIN. He has served as President of the company since December 2011. He currently also serves as Counsel to the Chairman of IDT and General Counsel to various companies, including Ohr Pharmaceuticals, Inc. and Global Risk Advisors, LLC. He had served as the President of IDT from 2001 through 2011.

AVI GOLDIN. He has served as CFO of the company since August 2011 and CFO of GRE since May 2015. He also served as Vice President of Corporate Development of IDT Corporation from May 2009 through October 2011. He originally joined IDT in January 2004 and held several positions within IDT and its affiliates before leaving in January 2008 to join CayComm Media Holdings, where he served as Vice President, Finance. He rejoined IDT in May 2009 as Vice President of Corporate Development.

W WESLEY PERRY. Director since 2011. He has also served as Chairman of the Board of Directors of Genie Energy International Corporation since September 2009.

ALAN B ROSENTHAL. Director since 2011. He is the founding and Managing Partner of ABR Capital Financial Group LLC.

ALLAN SASS. Director since 2011. He is the former President and CEO of Occidental Oil Shale Corporation.

Business Registration

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE
AS OF JANUARY 06 2017

Registered Name:	GENIE ENERGY LTD.
Business Type:	CORPORATION
Corporation Type:	NOT AVAILABLE
Date Incorporated:	Jan 10 2011
State of Incorporation:	DELAWARE
Filing Date:	Jan 10 2011
Registration ID:	4924963
Status:	STATUS NOT AVAILABLE
Where Filed:	SECRETARY OF STATE/CORPORATIONS DIVISION, DOVER, DE
Registered Agent:	CORPORATION SERVICE COMPANY, 2711 CENTERVILLE RD SUITE

Operations

11/13/2017

Description:

The company, through its subsidiaries, operates as a retail energy provider; and a developer of an oil and gas exploration company. The company operates through three segments: Genie Retail Energy; Afek Oil and Gas, Ltd.; and Genie Oil and Gas. It resells electricity and natural gas to residential and small business customers.

Terms are cash and on contract basis. Sells to general public and commercial concerns. Territory : Regional.

Typically, colder winters and hotter summers increase demand for natural gas and electricity, respectively. Milder winters and/or summers have the opposite effect. Natural gas revenues typically increase in the first quarter due to increased heating demands and electricity revenues typically increase in the third quarter due to increased air conditioning use.

Employees: 198 which includes officer(s). Undetermined employed here.

Facilities: Occupies premises in a building.

Subsidiaries: The business has subsidiary(ies); detailed subsidiary information is available in Dun & Bradstreet's linkage or family tree products.

SIC & NAICS

SIC:

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific to a company's operations than if we use the standard 4-digit code. The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

4911 0000 Electric services

4911 9901 Distribution, electric power

4911 9903 Transmission, electric power

4924 0000 Natural gas distribution

4931 0000 Electric and other services combined

NAICS:

221118 Other Electric Power Generation

221121 Electric Bulk Power Transmission and Control

221122 Electric Power Distribution

221210 Natural Gas Distribution

Public Filings

Currency: Shown in USD unless otherwise indicated

Summary

The following data includes both open and closed filings found in D&B's database on this company.

Record Type	# of Records	Most Recent Filing Date
Bankruptcy Proceedings	0	-
Judgments	0	-
Liens	0	-
Suits	0	-
UCCs	0	-

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

Judgments

We currently don't have enough data to display this section.

Liens

We currently don't have enough data to display this section.

Suits

We currently don't have enough data to display this section.

UCC Filings

We currently don't have enough data to display this section

Government Activity

Summary

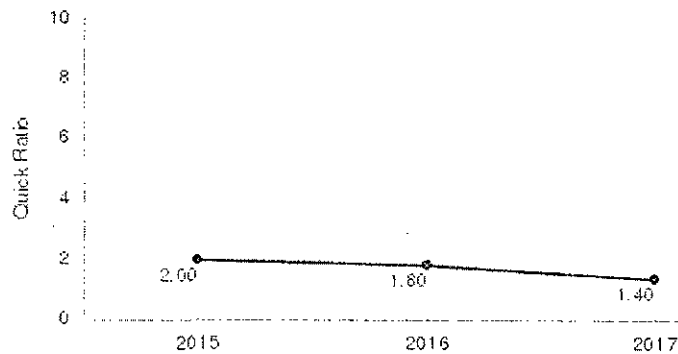
Borrower (Dir/Guar):	NO
Administrative Debt:	NO
Contractor:	NO
Grantee:	NO
Party excluded from federal program(s):	NO
Possible Candidate:	
Labor Surplus Area:	YES (2018)
Small Business:	N/A
8(A) Firm:	N/A

The public record items contained herein may have been paid, terminated, vacated, or released prior to today's date

The public record items contained herein may have been paid, terminated, vacated or released prior to today's date.

Financials

Key Business Ratios from D&B



- This Company

Key Financial Comparisons

	2016	2015	2014
This Company's Operating Results Year Over Year			
NETSALES	210,109,000.00	212,112,000.00	191,126,000.00
GROSSPROFIT	69,094,000.00	76,940,000.00	58,755,000.00
NETPROFITAFTERTAX	-8,636,000.00	-32,192,000.00	-7,834,000.00
DIVIDENDS/WITHDRAWALS	NA	NA	NA
WORKINGCAPITAL	77,072,000.00	56,665,000.00	32,978,000.00
This Company's Assets Year Over Year			
CASH	47,636,000.00	35,192,000.00	29,390,000.00
ACCOUNTSRECEIVABLE	27,222,000.00	36,858,000.00	34,699,000.00
NOTESRECEIVABLE	NA	NA	NA
INVENTORY	11,440,000.00	5,989,000.00	4,861,000.00
OTHERCURRENTASSETS	28,326,000.00	19,771,000.00	11,245,000.00
TOTALCURRENTASSETS	114,624,000.00	97,810,000.00	80,195,000.00
FIXEDASSETS	1,347,000.00	1,617,000.00	4,194,000.00
OTHERNON-CURRENTASSETS	39,844,000.00	22,386,000.00	35,821,000.00
TOTALASSETS	155,815,000.00	121,813,000.00	120,210,000.00
This Company's Liabilities Year Over Year			
ACCOUNTSPAYABLE	12,642,000.00	17,274,000.00	15,341,000.00
BANKLOAN	NA	NA	NA
NOTESPAYABLE	NA	NA	NA
OTHERCURRENTLIABILITIES	24,910,000.00	23,871,000.00	31,876,000.00
TOTALCURRENTLIABILITIES	37,552,000.00	41,145,000.00	47,217,000.00
OTHERLONGTERMLIABILITIES	3,566,000.00	803,000.00	3,730,000.00
DEFERREDCREDIT	NA	NA	NA
NETWORTH	114,697,000.00	79,865,000.00	69,263,000.00
TOTALOFLIABILITIESANDNETWORTH	155,815,000.00	121,813,000.00	120,210,000.00

		Liabilities	
Cash	29390000	Accts Pay	15341000
Accts Rec	34699000	Due To Company	193000
Inventory	4861000	Accruals	27322000
Restricted Cash	206000	Taxes	1105000
Prepaid	7249000	Other Curr Liabs	3256000
Other Curr Assets	3790000		
Current Assets	80,195,000.00	Current Liabs	47,217,000.00
Fixt & Equip	4194000	Revolving Line Of Credit	2512000
Capitalized Exploration Costs	5741000	Other Liabilities	1218000
Investments-Other	1116000	PREFERRED STOCK	19743000
Goodwill/Other Intangibles	15200000	COMMON STOCK	252000
Restricted Cash	1491000	ADDIT. PD.-IN CAP	131778000
Other Assets	12273000	TREASURY STOCK	-2428000
		RETAINED EARNINGS	-65449000
		ADJUSTMENTS	-14633000
Total Assets	120,210,000.00	Total Liabilities	120,210,000.00

From JAN 01 2017 to SEP 30 2017 sales \$191,126,000; cost of goods sold \$132,371,000. Gross profit \$58,755,000; operating expenses \$65,723,000. Operating income \$(6,968,000); other income \$207,000; other expenses \$620,000; net income before taxes \$(7,381,000); Federal income tax \$453,000; (net loss) \$7,834,000.

Statement obtained from Securities And Exchange Commission. Prepared from books without audit.

A review of the accountant's opinion indicated that the financial statement meets generally accepted accounting principles and the audit contains no qualifications.

Explanations

Explanations: The net worth of this company includes intangibles; Other Assets consist of deferred income tax assets-net and other assets; Adjustments consists of accumulated other comprehensive income and total noncontrolling interests.

Key Business Ratios

CONSINTERIM Sep 30, 2017

(Industry Median is based on this number of firms: 27)

	2017 (Actual)	2016 (Actual)	Industry Quartile
Solvency			
Quick Ratio	1.4	0.6	1
Current Ratio	1.7	1.2	2
Current Liabilities to Net Worth	68.2	33.5	1
Current Liabilities to Inventory	971.3	687.0	1
Total Current	73.6	217.2	4
Fixed Assets to Net Worth	6.1	230.4	4
Efficiency			
Collection Period	49.7	34.3	1
Inventory Turn Over	52.4	23.2	1
Sales to NWC	7.7	5.9	2
Acct Pay to Sales	6.0	8.6	4
Profitability			
Return on Sales	-4.1	6.1	4
Return on Assets	-6.5	2.0	4
Return on NetWorth	-11.3	7.2	4

Special Events

03/08/2018

EARNINGS UPDATE:

According to published reports, comparative operating results for the year ended December 31, 2017: Revenue of \$264,202,000, Net Income of (\$8,648,000); compared to Revenue of \$212,112,000, Net Income of (\$32,192,000) for the comparable period in the prior year.

11/06/2017

EARNINGS UPDATE:

According to published reports, comparative operating results for the 9 months ended September 30, 2017: Revenue of \$191,126,000, Net Income of (\$7,834,000); compared to Revenue of \$160,593,000, Net Income of (\$30,905,000) for the comparable period in the prior year.

11/02/2017

According to a form 8-K filed with the Securities and Exchange Commission on Nov 2, 2017, on Nov 1, 2017, the management and Audit Committee of the Board of Directors of the Company concluded that the Companys previously issued financial statements for the quarters ended Mar 31, 2017 and Jun 30, 2017, should no longer be relied upon because of errors related to the use of estimates in determining revenues and cost of revenues recorded in the Prior Periods that resulted in material misstatements of income from operations, net income and earnings per share.

As soon as practicable, the Company intends to amend its Reports of Form 10-Q for the quarters ended Mar 31, 2017 and Jun 30, 2017 to reflect the restatement of its financial statements for the Prior Periods and the change in managements conclusion regarding the effectiveness of the Companys disclosure controls and procedures and internal control over financial reporting as of Mar 31, 2017 and Jun 30, 2017.

RATING CHANGE:

In view of the above information and other factors, a capital rating is currently precluded.

08/15/2017

PURCHASE OF ASSET:

According to published reports, Genie Energy Ltd, DUNS 969553424, (Newark, NJ) announced that its Genie Retail Energy, DUNS 080468799, (Newark, NJ) division has acquired Mirabito Natural Gas, from Angus Energy for \$3 million plus Mirabito's working capital.

08/05/2017

EARNINGS UPDATE:

According to published reports, comparative operating results for the 6 months ended June 30, 2017: Revenue of \$121,653,000, Net Income of (\$8,810,000); compared to Revenue of \$103,441,000, Net Income of \$6,267,000 for the comparable period in the prior year.

Corporate Linkage

Parent

Company Name	DUNS	City, State
GENIE ENERGY LTD.	96-955-3424	NEWARK, NEW JERSEY

Headquarters (US)

Company Name	DUNS	City, State
AMERICAN SHALE OIL, LLC	96-589-7056	NEWARK, NEW JERSEY
GENIE ENERGY LTD.	96-955-3424	NEWARK, NEW JERSEY
GENIE RETAIL ENERGY, INC.	08-046-8799	NEWARK, NEW JERSEY
IDT ENERGY, INC.	00-907-0495	NEWARK, NEW JERSEY

US Linkages

Company Name	DUNS	City, State
Subsidiaries		
GENIE OIL AND GAS, INC.	07-962-8469	NEWARK, NEW JERSEY
AMERICAN SHALE OIL, LLC	96-821-5264	RIFLE, COLORADO
MIRABITO NATURAL GAS, LLC	08-084-0097	FORT LAUDERDALE, FLORIDA
RETAIL ENERGY HOLDINGS L. L. C.	08-046-8807	ROSEVILLE, MINNESOTA
DIVERSEGY LLC	00-447-5144	ADDISON, TEXAS
Branches		
IDT ENERGY, INC.	80-286-2131	JAMESTOWN, NEW YORK

Exhibit C -8

“Bankruptcy Information”

N/A

Exhibit C -9

“Merger Information”

N/A

Exhibit C -10

“Corporate Structure”

On December 5, 2013, Diversegy, LLC was acquired by Genie Energy Services, LLC f/k/a Shuk Holdings, LLC, a wholly-owned subsidiary of IDT Energy Inc., which is in turn a wholly-owned subsidiary of Genie Retail Energy, Inc., which is in turn a wholly-owned subsidiary of Genie Energy International Corp., which is majority-owned (99.3%) by Genie Energy Ltd., a publicly traded company (NYSE: GNE).

See graphical description of Applicant’s corporate structure, attached.

IDT Energy, Inc.
520 Broad Street
Newark, NJ 07102

Residents Energy, LLC
520 Broad Street
Newark, NJ 07102

Evergreen Gas & Electric, LLC - Inactive
520 Broad Street
Newark, NJ 07102

Diversegy, LLC
520 Broad Street
Newark, NJ 07102

Town Square Energy, LLC
3950 E. Riggs Rd., Suite 1
Chandler, AZ 85249

Town Square Energy East, LLC
3950 E. Riggs Rd., Suite 1
Chandler, AZ 85249

as of October 15, 2018

(99.3%)

